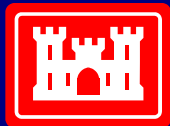


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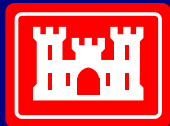
ENHANCED USE LEASING



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What is Enhanced Use Leasing?

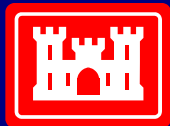
- **Leverage DoD assets that are currently available but not excess to the Military's needs**
- **Receive rent in cash or in-kind services no-less-than FMV of asset**
- **Changes to Title 10 USSC 2667**
 - Use in-kind services anywhere – not just in the leased area
 - Have buildings constructed with in-kind rent



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Why Lease?

- **Off-set declining Operation & Maintenance budgets**
- **Avoid cost of maintaining or razing old building**
- **Free-up space for increased or new missions**
- **Bring tenants who are synergistic with missions of installations**



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How do We Lease?

● Competitive (Advertising) Process

- NOL posted to website
- Industry notified
- Industry Forum 30 days after NOL posted
- Proposals due 30 days after Industry Forum



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How do We Lease?

● Source Selection Process

- **Executive Summary:** Describes and provides documentation of the applicant's legal organizational structure, key people, insurance coverage, and past history. This section is meant to familiarize the Army with the applicant's organization, not to summarize the remaining sections of the proposal. The Executive Summary is not scored.
- **Relevant Experience including Past and Present Performance :** Considers the extent of the applicant's corporate and key personnel experience in successfully planning for and developing large complex projects, especially under a lease arrangement. The evaluation team may consider information about other projects performed by the Developer and identified through any and all means (relevancy and recency), including but not limited to customer surveys and comments from Government agencies.



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How do We Lease?

● Source Selection Process (cont)

- **Financial:** Considers the extent of the applicant's experience in dealing with financing of large, complex real estate projects, especially under a leasing arrangement. Additionally, the applicant's financial return expectations will be considered as well as the Developer's strategy to secure financing.
- **Development Plan:** Considers the methodology and plan for the design and construction of the project.

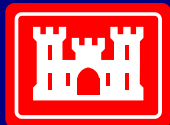


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How do We Lease?

● Source Selection Process (cont)

- **Property Maintenance/Management:** Considers the ability and experience in managing, maintaining and leasing similar projects to private sector standards over an extended period of time. This feature is critical to the development's long-term viability.
- **Capability/Qualifications:** Considers the extent of the applicant's corporate and key personnel capability and qualification to provide the services required for planning and implementation of the project as well as the applicant's approach to the project.



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How do We Lease?

- **Source Selection Process (cont)**

- **Marketing:** Considers the approach to identify potential product end users and prospective rates charged in support of building plan and financial analysis.
- **Experience in Community Relations:** Considers the extent of the applicant's experience in dealing with community relations in successfully completing major developments.

- **Negotiation Process**

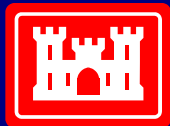
- **Develop Business and Lease Plan**



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Examples of EUL Projects

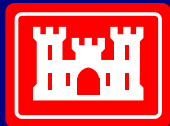
- Fort Sam Houston
- Aberdeen Proving Ground 1 & 2
- Fort Detrick 1 & 2
- Yuma Proving Ground
- Fort Bliss
- Fort Dix
- Snake Creek National Guard
- Fort Greely
- Fort Meade



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What Does the Deal Look Like?

- **Army Goal – Maximize land rent by mirroring a private sector transaction**
- **Developer Teams**
 - Executive Summary
 - Relevant Experience including Past and Present Performance
 - Financial
 - Development Plan
 - Marketing Plan
 - Property Maintenance/Management
 - Capability/Qualifications
 - Achievement of Army Goals, Concepts, and Objectives
 - Experience in Community Relations



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Upcoming Process

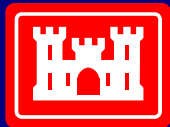
How to stay plugged in

[HTTP://EUL.ARMY.MIL](http://EUL.ARMY.MIL)

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QUESTIONS

